

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Mesa Laboratories, Inc.

Colorado Association for Manufacturing and Technology

#### Mesa Labs Increase Net Revenue Using Lean Enterprise

##### Client Profile:

Established in 1982, Mesa Laboratories, Inc., manufactures, services, and sells test and measurement instruments used by health care providers, and food, drug and beverage processors worldwide. The company employs 40 people at its facility in Lakewood, Colorado.

##### Situation:

Mesa Laboratories' Director of Operations, Peter Holtgreive, was familiar with the Lean enterprise methodology to simultaneously decrease waste and increase quality. The company had acquired various equipment, paperwork and processes that were often unnecessary or in need of organization and streamlining, creating an impediment to maintaining high productivity levels. Holtgreive contacted the Colorado Association for Manufacturing and Technology (CAMT), a NIST MEP network affiliate, for training in Lean.

##### Solution:

CAMT helped secure grant funding and implemented 5S Workplace Organization training for Mesa Labs' employees and developed an exercise in Value Stream Mapping. With 5S tools, Mesa Labs changed their facility layout, identified and purged unnecessary paperwork, clutter and obsolete parts, and determined easy-to-access placement of the most used resources. As a result of CAMT's Lean enterprise training, Mesa Labs experienced a revenue increase of 16 percent and a net income increase of 40 percent, evidence that cutting non-value activities from the manufacturing process can impact the bottom-line.

##### Results:

- \* Increased sales by \$1 million.
- \* Retained sales of \$2 million.
- \* Realized \$500,000 in cost savings.
- \* Retained 7 jobs.
- \* Improved workforce morale.

##### Testimonial:

"CAMT's Lean enterprise training helped to increase Mesa Labs' profits and improve workplace morale. I'd recommend CAMT training to any company."

Peter Holtgreive, Director of Operations